



# Exhibition Place

12

July 15, 2015

**ACTION REQUIRED**

To: The Board of Governors of Exhibition Place

From: Dianne Young  
Chief Executive Officer

Subject: **CCTV & Security Devices Maintenance Agreement**

## Summary:

This report recommends that the Board enter into a non-exclusive agreement with AC Technical Systems Ltd. (AC Technical), commencing October 1, 2015, with an option to extend. This agreement is for the supply of all labour, materials and equipment necessary to carry out CCTV security system repairs and provisions at Exhibition Place, for the period October 1, 2015 to September 30, 2016 with option to extend for three (3) separate one year periods.

## Recommendation:

**It is recommended that the Board approve an agreement with AC Technical for a period of one (1) year with the option to extend for an additional three (3) separate one year periods, on the terms and conditions outlined in this report and other such terms and conditions satisfactory to the Chief Executive Officer and the City Solicitor.**

## Financial Impact:

The projected annual expenditure for service, repairs and planned installation/upgrades of various CCTV and security devices is \$105,425 and is provided for in the 2015 and 2016 Operating Budgets, and will be provided for in the 2017 and 2018 Operating Budgets.

## Decision History:

The Exhibition Place 2014 - 2016 Strategic Plan had a Safety and Security Goal to *co-ordinate a security and public safety program* and as a Strategy to support this Goal we will *implement a program focused on our guests, property, and assets to reduce claims in all categories.*

At its meeting of August 5, 2011, the Board approved of a contract with AC Technical Systems Ltd. for a one-year commencing October 1, 2011, and the extension for an additional (3) separate one year periods ending on September 30, 2015.

<Q:\BOG Public\BOG Reports\2011 Reports\August 5\CCTV Contract Services.docx>

## Issue Background:

On May 1, 2015 Exhibition Place through the City of Toronto Finance Department, Purchasing and Materials Management Division (PMMD), issued an RFQ for for the non-exclusive provision of service, repairs and planned installation/upgrades of various CCTV and security devices, commencing October 1, 2015, with the option to extend for three additional separate one-year periods. The RFQ closed on May 22, 2015 with bids received from Delco Automation Inc., AC Technical Systems Ltd. and Johnson Controls LP.

For comparative and evaluation purposes the RFQ listed projected hours of service and required bidders to apply rates. In addition, bidders were also required to provide percentage mark-up over invoice costs for various repair parts, percentage discounts off specific Manufacturers' current published price lists and were asked to also indicate if their bid offered products/services with environmental benefits outside of any specifications called for in the RFQ. Based on the pricing received and financial analysis, the one-year evaluated bid total price, along with the option year prices, excluding HST were as follows:

	<b>October 1, 2015 to September 30, 2016 Bid Price (excluding HST)</b>	<b>Optional Years</b>		
		<b>1 YEAR</b>	<b>2 YEAR</b>	<b>3 YEAR</b>
		<b>% Increase</b>	<b>% Increase</b>	<b>% Increase</b>
<b>AC Technical Systems Ltd.</b>	\$105,425	2.5%	5%	7.5%
<b>Johnson Controls L.P.</b>	\$117,775	5%	7%	9%
<b>Delco Automation Inc.</b>	\$117,065	2%	2%	2%

The AC Technical quotation is the overall lowest acceptable bid received in compliance with all requirements.

AC Technical has provided CCTV, CATV, Access Control, Duress Alarm and Intercom system solutions and servicing to Exhibition Place since 1990. Other AC Technical clients include various Ministries with the Government of Ontario, Maple Leaf Sports and Entertainment, and Lakeridge Health Corporation.

Staff report favourably on AC Technical's past performance at Exhibition Place. The City of Toronto Fair Wage and Labour Trades Office confirms that AC Technical is in compliance with the Fair Wage requirements for this work.

Staff are recommending the approval of an agreement with AC Technical on the following terms and conditions:

- (a) Term: One year commencing October 1, 2015, with the option to extend for three additional one-year periods subject to satisfactory performance review and budget availability.
- (b) Pricing: Pricing is to be fixed during the term of the Agreement in accordance with the terms of the RFQ
- (c) Assignment: The agreement shall not be assigned by AC Technical without written consent of the Board.
- (d) Indemnity/Insurance: AC Technical shall provide proof of insurance in a form and amount satisfactory to the Board and containing provisions including the Board and the City of Toronto as additional insured with a cross liability/severability of interest clause of standard wording.
- (e) Union Obligations: AC Technical shall comply with all trade union/association agreements affecting work done on the grounds.
- (f) Other Commercial Terms: The agreement shall include other standard commercial terms respecting termination and other matters in a form satisfactory to the City Solicitor and the CEO.

Contact

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